

UNITED STATES DEPARTMENT OF JUSTICE  
Washington, D.C. 20530

EXHIBIT B

TO REGISTRATION STATEMENT  
Under the Foreign Agents Registration Act  
of 1938, as amended

REGISTRATION NO. 1421

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
Development Counsellors International	Nova Scotia Trade & Industry Branch

Check Appropriate Boxes:

- ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
- ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
- ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.
4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

The nature and method of performance of the above indicated agreement are included in the enclosed copy of agreement.

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5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

The activities the registrant engages in on behalf of the above foreign principal are indicated fully in the enclosed copy of agreement.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?<sup>1/</sup> Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Date of Exhibit B	Name and Title	Signature
June 14, 1966	Ted M. Levine, President	<i>Ted M. Levine</i>

<sup>1/</sup> Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

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Mr. E. T. Ellenis  
Vice-President

Dear Manny:

This letter will confirm our unwritten agreement of recent weeks that effective April 1, 1966, Development Counsellors carry out three separate public relations programs for the Province of Nova Scotia during the fiscal year April 1, 1966, to March 31, 1967.

The three programs are as follows:

- (1) Basic program, (\$25,000 United States funds)
- (2) International Year program (\$18,500 United States funds)
- (3) Additional investment luncheons (\$12,000 United States funds)

The total amount to be spent in the United States this year therefore would not exceed \$55,500 in United States funds, or \$59,940 in Canadian funds.

(1) Basic Public Relations Program

As outlined in your March 29 presentation, this program will include four investment luncheons, the National Foreign Trade Council dinner, the Society of Industrial Realtors dinner (already held), as well as the continuing publicity and direct mail program. DCI will receive 12 equal monthly payments of \$2083.33 (United States funds) which will include all out-of-pocket expenses except the actual cost of the receptions and the meals.

(2) International Year Program

This program is to include three major press tours of Nova Scotia probably coinciding with the opening of the Clairtone, Deuterium and Anil plants;

(more)

a press tour of commercial fishing establishments and facilities; creating an international panel; a campaign for international radio; Overseas Press Club presentation; international planning conference in Halifax. For this program we will pay to DCI 12 monthly sums of \$1,541.66.

(3) Additional Investment Luncheons

DCI will plan investment luncheons for Cincinnati and Pittsburgh the overall costs not to exceed \$12,000 in United States funds, and, wherever possible, these costs to be billed directly to the Nova Scotia Information Service, Department of Trade and Industry, Province of Nova Scotia, by the servicing agency or supplier. All invoices are to be submitted following each luncheon. Anticipated costs are as follows:

Receptions . . . . .	\$1,500
Luncheons (including lobster). . . . .	3,750
DCI (time, travel, hotel and miscellaneous). . . . .	4,750
Invitations. . . . .	750
Photographers and projectionists . . . . .	300
Display materials. . . . .	350
Bibs . . . . .	<u>600</u>
Total	\$12,000

You will note that I have revised downward the estimated costs of the luncheons, from about \$7,000 to \$6,000. This is based largely on what I anticipate the receptions and invitations will cost, and what should be budgeted for miscellaneous.

From the foregoing, it will be seen that our public relations program in the United States is being expanded substantially for the current fiscal year. Much work is to be done and, as you mentioned, we should be able to look forward to an extremely productive period as well as a busy one.

Sincerely,

*[Signature]*  
 Stewart M. Anderson  
 Director

SMA:sv

c.c. Mr. Jones; Mr. Knight; Mr. Canfield; Mr. Langille